



Thinking Competitively

New General Administration contract lists vendors able to assist agencies with preparation for competition

Among the services that General Administration will provide to help state agencies determine the competitiveness of their services is on-call consultants' contract of 18 pre-qualified vendors. Each has specific skill sets and experience with other government customers that have dealt with initiatives similar to Washington's upcoming environment of competitive contracting.

Each of the vendors is experienced at helping organizations in one or more of the listed analytical or skill areas. The services they offer also support current budget development and priority-of-government expectations.

Vendors can assist agencies with:

- Assessments of current and future data collection associated with a service.
- Developing performance standards and related information.
- Determining how a state agency service matches up with the market.
- Determining baseline costs for a service.
- Analysis of an agency's strengths and weaknesses in providing a service.
- Risk assessments and transition planning.
- Identifying services that could be considered for competitive contracting.
- Developing preliminary competition and completion schedules.
- Project management and technical writing.
- Facilitation of stakeholders and focus groups related to competition for a service.

Costs would depend on the level of service provided.

Advantages of using this contract:

- Ability to respond to urgent needs without violating state contract rules.
- Save time and money on personnel resources.
- No fee to agencies to access the list of vendors.

The 18 vendors were selected from among 48 bidders after they successfully met criteria General Administration established in a recent request for proposals. The vendors are:

Andrew O. Hesse
Ben Adkins and Associates
C.M. Colvin and Associates, LLC
Dye Management Group, Inc.
EBIZ Global Partners
EnterSource, Inc.
FOX Systems, Inc.
Gartner, Inc.
KPMG LLP

Management Analysis, Inc.
Management Engineering Associates LLC
Miller and Miller, P.S.
Pack and Associates, Inc.
Public Financial Management, Inc.
Public Knowledge, Inc.
Sterling Associates, LLP
Talbot, Kovola and Warwick, LLP
Wolf Consulting

More information about the vendors and contracts:

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